GENEREX

Newsletter 05/2007

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BACS Project at the Bank of East Asia (BEA) in Hong Kong

Dear GENEREX Customers,

this year, you are receiving our newsletter rather late. Neither for the Cebit (as usual) nor for the Hannover trade fair did we publish a newsletter, while we were completely engaged in setting up our new production facilities in Hamburg. But we are ready now – the move is perfect, production is running and the spring newsletter is also finished.

GENEREX’s new business building: the re-orientation of our production and changes in our organization have made moving into a new company building necessary. It is located just a few meters from our current distribution warehouse, so that it is now possible to combine storage, management and production. This has enabled us to double our capacity in delivery and production which makes us much more flexible in being able to quickly fulfill your needs. Another benefit of this change is the reduction in internal costs, the savings of which we will use to offer our OEM customers more competitive prices. Simply put, in spite of rising costs for components and materials world-wide, we have still been able to sink the price of our CS121! Later on in this newsletter, you will find out about an opportunity to order the CS121 at an unusually special price, and even with the newly added BACS Battery Bus feature to the CS121 successor which greatly improves the value and performance of this device, it will not be any more expensive than before!
Likewise new, is the use of the new HYPERSTONE 32SX chips in all of the CS121 products. This development makes the CS121 faster with more RAM and ROM for more modern applications like SSL and HTTPS, which are being implemented into RCCMD for the first time.

We would like to present our debut at the Hong Kong Electronics Trade fair 2007 as our top story, where we put our BACS ® „Battery Analyze and Care System“ battery management system on display for the first time in China.

Hopefully, these lines have made you interested in the remaining contents of this newsletter. I will gladly your answer questions at any time in these regards. So, please do not hesitate to contact me.

Frank Blettenberger

BACS® at the ICT Trade Fair in Hong Kong

During the „Hong Kong Electronics Fair“, which is the most important trade fair for IT industries in Hong Kong and the Macau Region, our partner HONLAX presented the BACS System for the first time at a trade fair in Asia.

HONLAX put BACS on display at the trade fair in combination with a RIELLO UPS. In the following figure a DIALOG UPS is shown where the batteries have been removed for demonstration purposes.

恒立科技有限公司
香港九龍觀塘鴻圖道51號
保華企業中心2006室

Honlax Technologies Limited
Room2006, Paul Y Center,
51 Hung To Road, Kwun Tong,
Kowloon, Hong Kong

Tel:+852 8202 3739
Fax:+852 8103 3802

Not only was the trade fair a huge success for HONLAX, but the BACS presentation was rewarded with an important project for retrofitting the backup power system of the biggest and oldest bank in the region – the Bank of East Asia (BEA).

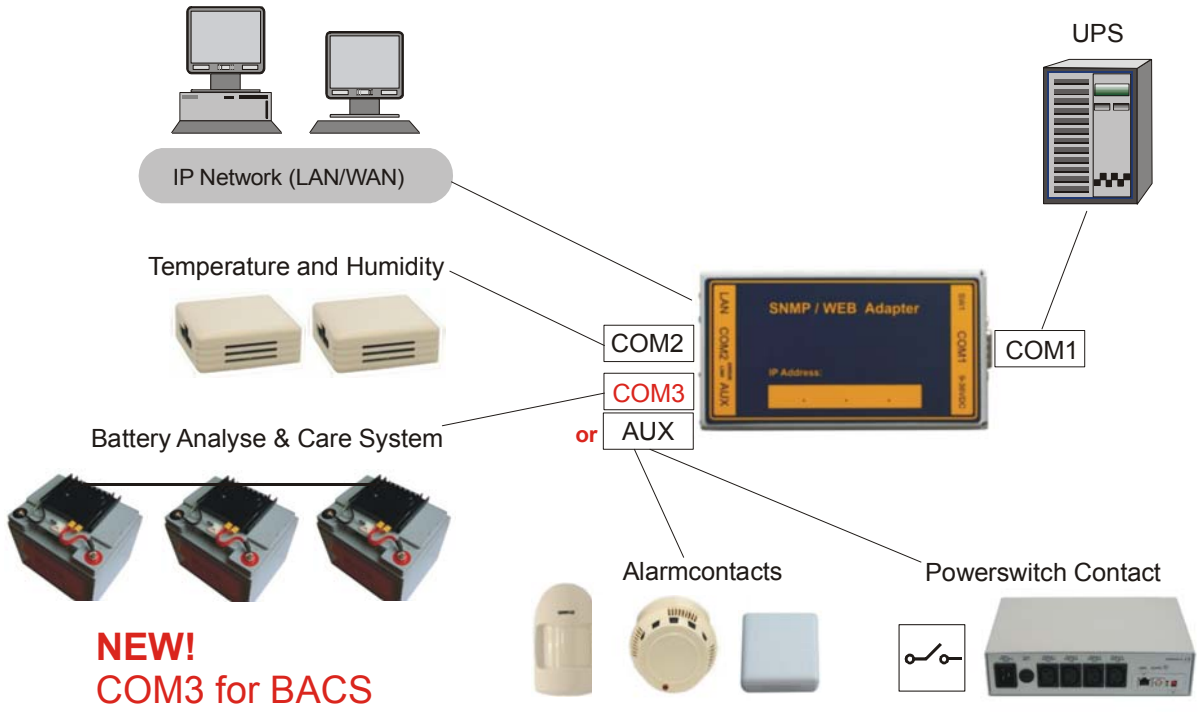
BEA uses BACS to manage battery installations for their server rooms in central Hong Kong. The accompanying figure displays a BACS installation with 144 type C7 modules attached to 60 Ah battery cells.

This pilot project with BACS will show that it is possible to predict sudden battery deaths that are prone to hot Asian countries and that BACS can be used to greatly increase the reliability of UPS systems.

New Products

New!
CS121 with BACS® Interface on COM 3 !

The new CS121 starting in production month 06/2007 can now be used as a BACS WEBMANAGER! All CS121 SC and CS121 L are being extended by the " COM 3 " interface to provide a connection possibility to BACS®, the "Battery Analyze & Care System". This enables CS121 users to supplement their UPS with our battery management system at any given time! This new interface makes the CS121 the most economical and effective WEBMANAGER for UPS and batteries world-wide. Every UPS customer can use the module to complete their monitoring capabilities – the new CS121 can process the measurement values from the SENSORMANAGER on the COM2 interface and the BACS® battery bus on the COM3 interface. Comprehensive status information about the UPS is gathered on the COM1 interface in cooperation with the UPS, transfer switch, inverter or other switching device.



The previous CS121, which is equipped with only the COM1 and COM2 interfaces, cannot be used as a BACS WEBMANAGER! In order to make room for the new CS121 with support for BACS, we are having a clearance sale on all previous CS121 SC models at a special price as long as supplies last!

Take advantage of this unique opportunity to purchase a CS121 SC at an unbeatable price. For further details, please refer to the “Super Sale” section of this newsletter!

New!

CS121 WEBTARGET with Hyperstone32 Processor !

The CS121 processing „Heart“ is the „Made in Germany“ Hyperstone CPU. It is the basis for our SITEMANAGER, SITEMONITOR, and BACS- WEBMANAGER and for every CS121 device. The Hyperstone SX is newest CPU and is already being used in the CS121 series under the name "HW131". In comparison to the previous CS121 series, the HW131 with the Hyperstone SX is an improved model with extra RAM and ROM. The SITEMANAGER, SITEMONITOR, BACS WEBMANAGER and the CS121 RIELLO are equipped with the new Hyperstone SX processor – the new Webtarget 2H (see below) also uses the Hyperstone SX and will be replacing the 2B and 2C Webtarget models.

New!

VISTA – WINDOWS X64 UPSMAN & RCCMD

UPSMAN and RCCMD are now available with the standard license (UPSMAN license or RCCMD license, standard CD ROM or Download) for MICROSOFT VISTA and Windows 2003 Server for X64 processors.

New!

RCCMD with SSL – Secure Sockets Layer

The RCCMD client for Windows and UNIX now implements SSL. This is an added measure to prohibit the unauthorized use of RCCMD and with it for example, the possibility of an unauthorized cut-off of power supply or shutdown. In the last 16 years from our beginning, no such incidents have ever been reported since RCCMD is conceptualized to prevent any possibilities of eavesdropping on communications. However, the market is continually demanding more security and SSL encryption. To meet this demand, a feature has been added to UPSMAN, RCCMD and the CS121 (only for HW 131 based models, production month 06/2007) to offer the possibility of sending SSL encrypted data over the network.

New!

CS121 for Transfer Switches and Inverters

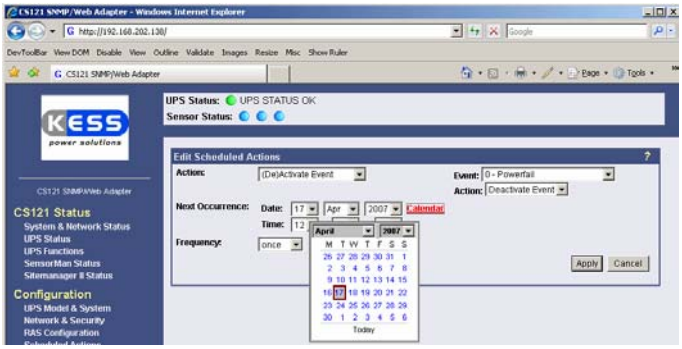
The CS121 series is well known for its applications in the areas network based use and monitoring of UPS devices and other auxiliary power supply systems. Now the CS121 is also becoming famous for its application with static transfer switches. Although it has already been used for sometime with APOTRANS transfer switches from PILLER, the addition of other transfer switching devices like the LTM transfer switch from SOCOMEC and the RITTAL transfer switch from STS as well as current developments for its usage with several inverters from other manufacturers is quickly increasing the prominence of the CS121 in these area as well.

socomec
Innovative Power Solutions UPS

New!

CS121 – Scheduler Function Enhancement

A new enhancement has been added to the scheduler of all CS121 based devices (CS121, SITEMANAGER, SITEMONITOR, and BACS WEBMANAGER). Every EVENT (like an UPS alarm for example) and its resulting automated alarm measures can now be activated/deactivated in the scheduler. Usage example: automatic RCCMD shutdown routines for alarms are activated on nights and weekends, but are deactivated during normal work day business hours when system operators can decide which actions and shutdowns are to be carried out when Email warnings and other alarm messages and signals occur.



Scheduler screenshot for the CS121 / SITEMANAGER

New!

SITEMONITOR 64 –
Now with up to 8 outputs!

The SITEMONITOR 64 has been modified to include output features in addition to its ability to monitor 64 open alarm contacts like smoke sensors, door intrusion detectors, glass-break sensors and numerous other sensors. Previously, all alarm measures were limited to RCCMD commands and Email but the SITEMONITOR now includes 8 outputs (open collector outputs with load capacities up to 24V 200mA) that can be used to switch relays directly for sounding alarms and the like when alarm events occur.

Now, the CS121 scheduler (see above) is also included in the SITEMANAGER 64 functions. This makes it possible to schedule routines for the SITEMANAGER 64 that are to be automatically executed and to activate or deactivate scheduled routines based on the days of the week.

New!

MGE & APC UPS 3Phase Protocols

Starting in August 2007, all of our products will provide support for the UPS protocols of the manufacturer MGE (the GALAXY and PULSAR series for example) and the 3-phase UPS devices of APC (previously Silcon Type DP300-320). These additions extend our list of supported devices to include almost all UPS manufacturers world-wide.

New!

QNX for RCCMD

Immediately, RCCMD is also available for QNX Versions 4 and 6 ! QNX is an RTOS (Real Time Operating System) that can be used for time critical applications. It was developed by QNX Software Systems and has a structure that is similar to UNIX and is POSIX compatible. It uses an API-Wrapper to provide support for Linux software, and the QNX source code has been partially released as open source. The strengths of the system lie primarily in the area of software development, operation of industrial robotics and micro-computers. Now QNX computers can also be automatically shutdown by CS121 or UPSMAN. This RCCMD component is immediately part of the RCCMD standard license.

New!

UNMS 2 now with OPC Interface and BACS Support

Effective immediately, UNMS 2 includes an interface for the OPC protocol as used by the SIEMENS S 7 for example. This enables UNMS to also display and save data retrieved from a SIEMENS S7. For example, the actual measurement values for electrical current and voltage amongst other things can be retrieved from the OPC protocol.
Simultaneously, this provides a possibility for evaluating the BACS alarms that are gathered from the WEBMANAGER.

A UPS that is equipped with BACS can then be monitored for battery errors by the UNMS which can in turn, enact alarms.

New!

LED ETHERNET Displays

The economical version of our LED Ethernet Display (starting at 450 Euros) is the ideal solution for acoustically signaling alarms and displaying text messages from a UPS, SENSOR-MANAGER, SITEMANAGER, and BACS or from any other of our products in situations where an alternative signaling device is needed for alarming system personnel. All alarm messages can be user-defined and initiated and can also be automatically generated by a CS121 or other device and sent to the LED. The LED insures that alarm messages for inaccessible devices can be seen by users without work station access by being able to do such things as display information about loads and remaining battery time in the server rooms for example.

- Super Clearance Sale -
Only as long as supplies last!

CS121 SC – The full version of the most sold UPS Manager in the world as a slot card for an unbeatable price ! Only for a shot time!

Due to the introduction of the new CS121 series, which has been supplemented by the COM 3 interface for BACS, we are conducting a clearance sale for the previous CS121 SC slot cards.
For orders starting at 10 units you will receive the

Special price of 139,- €/Unit,
instead of the usual 170,-€.
- Only as long as supplies last -
ORDER NOW !

Only 1800 units of the previous CS121 SC models are left in stock and are available for this unique price!

SITESWITCH 4 and SITESWITCH AUX – 15% price reduction!

We are sinking prices dramatically for both of our „power switching“ units (remote power outlets with web-interface), the "SITESWITCH 4 " and the " SITESWITCH 4 AUX ". In comparison to our currently valid OEM prices (OEM price lists from 02/2007 and earlier), we are offering both devices at a 15% discount.

GENEREX is developing an 8 outlet version. By discounting the SS4 generation we intend to set a clear price difference to the newly upcoming models so that this price level will be maintained for remaining duration of its marketing.

Notice: All of our power switching devices have the unique feature of being the only devices of their kind on the market that can automatically react to the alarm situations of RCCMD compatible devices (UPSs with CS121 or UPSMAN for example) – something that no commercial web-outlet can do where the switches can only be operated manually. Application : For example, during a power outage, a laser printer is automatically cut-off from the power supply in battery mode to preserve UPS capacity and once the main power returns, supply to the laser printer is returned also.

Price increase

BACS WEBMANAGER

The demand for our BACS WEBMANAGERs has been drastically increased in the past 2 month and our sales are still growing even faster. Due to this we are not able to fulfill qoutas of actual orders for the BACS WEBMANAGER. We expect to have new BACS WEBMANAGER on stock again in June'2007. Additionally we face component prices rising wich cause a drastic price increase of the BACS WEBMANAGER.

With immediate effect there is a new price for the **BACS WEBMANAGER**: **399,- €.**

(former price = 369,- €)

At order quantities over 25 units we give a discount to 369,- € / unit.

Please forward this price and delivery information to your purchasing department! We are currently issuing new pricelists, you will receive these new lists with separate email shortly.

Notification of Product Changes

Multilingual Quickstart Booklet

Due to Europeanizing and the resulting requirement for multiple languages, starting in May 2007 we will be including a multi-lingual (for all of the most prominent world languages) quick start guide instead of the English user manual with all CS121, SITEMANAGER, SITEMONITOR, SITESWITCH 4, and BACS Webmanager devices. (Not including OEM customers with their own user manual)

This 2 page quickstart guide summarizes all of the necessary steps for setting up usage of the devices in the network with the inclusion of an explanation for conducting a network shutdown using RCCMD as well as a description of some of the other most important possible uses for the device. Due to the large number of languages, this document will still turn into somewhat of a lengthy booklet, but it will nevertheless be a helpful aid in introducing many customers to working with the devices.

The quickstart will be made available in the following languages:

1. German
2. English
3. Japanese
4. Korean
5. French
6. Italian
7. Spanish
8. Portuguese
9. Turkish

More languages are to follow and will be added as they are completed. The newest multi-language versions of the quickstart are available in the download section for documentation on our website.
http://www.generex.de/e/download/dokus/dl_hardware_p.html

The complete user manual is to be found on the CD ROM included with the device. We are keeping our documentation more up-to-date than we could with a printed version; we are able to produce new CD ROMs almost monthly. This makes it possible to include the most recent changes in the documentation with our deliveries.

Discontinuation

The first customers already made their loss known when we first made our announcement about the discontinuation of UPSMAN NOVELL NETWARE in 2006. Nevertheless, due to the vast and ever growing list of UPS protocols, resuming support goes beyond consideration. We kindly ask for your understanding and that you consider our simple, safe and economical solution using RCCMD: This is still available for NOVELL NETWARE and will remain supported. By the way, RCCMD is also available for other operating systems that are no longer supported by UPSMAN (For example, OS/2 and MAC OS 9) – whenever older systems need to be shutdown, RCCMD with CS121 is the solution.

UPSMAN Suite and RCCMD Flat Rate Royalty

Our UPSMAN/UPSMON/RCCMD Software Suite has become the standard in Europe and imitators from the Far East, India and Italy still remain far behind. Since 1997, GENEREX's RCCMD has established itself as the most successful and versatile network shutdown software on the market. Therefore, RCCMD has been made to be compatible with practically every operating system imaginable which makes it the ideal basis for all larger UPS installations. If you require a network management system for your UPS systems that is expandable and extremely reliable then UPSMAN/CS121 and RCCMD are practically inseparable.

The newest business developments have confirmed the interest of Asian UPS manufactures in bundling our software with their UPS devices to increase the acceptance of their products in Europe – and to give them an edge over their competition back in their home markets. This interest has been continually growing ever since we made UPSMAN/UPSMON and RCCMD available in Chinese, Japanese and Korean. GENEREX KOREA has achieved much success in winning over UPS manufacturers with the flat rate contracts and is making continuous progress with concept. This new licensing concept that has been so successful in Asia will now be made available in Europe and the USA.

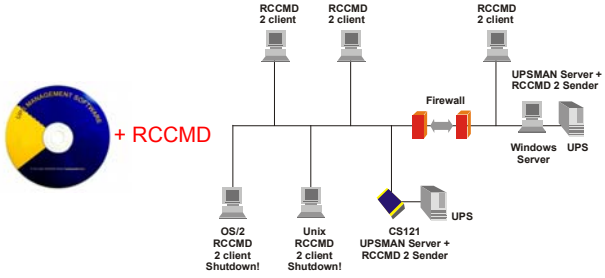
Definition of the UPSMAN Suite „FLAT RATE" : The UPSMAN Software Suite that is composed of UPSMAN (= the universal UPS Manager via RS232/USB/Network), UPSMON (= Windows graphical interface) and FreeUNMS 2 (= Network-management for up to 9 UPSs) will now be offered together with RCCMD as an unlimited copy license.

At the same time, the flat rate agreement will include a free internet download of the software for all customers so that copying costs can be saved. Such an advantage can make all the difference in marketing UPS devices where price is an extremely critical factor. Simply notify customers that they must maintain their software online.

With RCCMD as a flat rate for example, it can also be added together with UPSMAN or just as RCCMD to the UPS offer to considerably increase its value as a „Network UPS" – without actually having to increase the costs !
Furthermore, costs and expenditures for license administration will be greatly reduced and the handling involved with your foreign software copying facilities will be simplified.

By the way, all CS121 devices that have been delivered after 10/2006 already include a free RCCMD Client license! For "Flat Rate Customers", we offer an at expense costs opportunity to include more RCCMD licenses upon demand with the delivery of the CS121 to increase its value for their customers !

Flat rate contracts are designed individually based on forecasted quantities and estimations of needed customer support with stipulations for exceeded tolerances and the likes. We are certain that a flat rate will provide you with many price advantages and reduced administration costs ! **Please contact us; we are eager to make you a great offer !**



GENEREX Headquarters in Hamburg

GENEREX GmbH
Brunnenkoppel 3
22041 Hamburg
GERMANY

Tel.: +49-40-2269291 - 0 (reception)
Fax: +49-40-2269291 - 10

Bank Account:
HAMBURGER SPARKASSE
BLZ 20050550
Account No. 1201121470
SWIFT: HASPDEHHXXX
IBAN DE 58200505501201121470
VAT ID No. DE 811668125

GENEREX Offices

Europe
GENEREX GmbH
Brunnenkoppel 3
D-22041 Hamburg
Tel.: +49 (0) 40 2269291-0
Fax:+49 (0) 40 2269291-10
Email: generex@generex.de
Internet: http://www.generex.de

GENEREX GmbH
Obere Weinsteige 66
70597 Stuttgart
Tel.: +49 (0) 711 3910823
Fax:+49 (0) 711 3916694
Email: m.herrmann@generex.de
Internet: http://www.generex.de

Asia
GENEREX GmbH Asia Pacific
9F, Kolon techno valley, Kasandong
Keumchonku, 153-770 Seoul, Korea
Tel.: +82-50 22692910
Fax: +82-50 22692911
Email: jonson@generex.de
Internet: http://www.generex.co.kr

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